

Message Text

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PAGE 01 MANILA 00425 090412Z

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ACTION COME-00

INFO OCT-01 EA-09 ISO-00 EB-07 /017 W
----- 027804

R 090328Z JAN 76
FM AMEMBASSY MANILA
TO SECSTATE WASHDC 990
INFO AMEMBASSY SEOUL
AMEMBASSY TAIPEI

UNCLAS MANILA 0425

E.O. 11652: NA
TAGS: BEXP, RP
SUBJ: HEALTH CARE TECHNICAL SALES SEMINAR

REF: 75 STATE 302625

1. EMBASSY HAS RESERVED ROOM FOR ADVANCE OFFICER AT HILTON HOTEL MARCH 2 THROUGH 5 AT \$22.32 PER DAY. RATE TAKES INTO ACCOUNT 20 PERCENT DISCOUNT AND 10 PERCENT SERVICE. CONTROL OFFICER, GEORGE A. HAYS, WILL MEET AT AIRPORT MARCH 2, 14:45.

2. EIGHT SINGLE ROOMS WITH BATH RESERVED SAME HOTEL FOR APRIL 6 THROUGH APRIL 10 AT SAME RATES. ALSO RESERVED TOWER SUITE WITH BEDROOM AND SEPARATE SITTING ROOM FOR CHAIRMAN. RATE \$50.40 AFTER INCLUDING DISCOUNT AND SERVICE.

3. TRANSLATION EQUIPMENT NOT APPLICABLE.

4. POST WOULD APPRECIATE STATUS OF COMPANY RECRUITMENT AND PRELIMINARY THINKING ON RANGE OF HEALTH CARE TO BE COVERED. WITH THIS PRELIMINARY INFORMATION WE WOULD PLAN TO DISCUSS AND DEVELOP EVENT WITH KEY HOSPITAL AND MEDICAL PROGRAM ADMINISTRATORS.

5. WE FEEL THAT SEMINAR EVENT SHOULD INCLUDE SELECTION OF MAJOR ORGANIZATIONS TO HELP ENCOURAGE ACTIVE INTEREST OF KEY DECISION MAKERS. SUGGEST DIRECT APPROACH TO HENRY M. KAISER, PRESIDENT, KAISER FOUNDATION INTERNATIONAL,
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OAKLAND, CALIFORNIA, TELEPHONE (415) 271-4597, OR ROBERT

BURASTERO, VICE PRESIDENT, TELEPHONE (415) 271-66-28, AND
FRED A. ROBERTS, AMERICAN HOSPITAL SUPPLY CORPORATION,
PACIFIC DIVISION HEADQUARTERS, EDEN EXECUTIVE CENTER,
3201 OLD GLENDVIEW ROAD, WILMETTE, ILLINOIS 60091,
TELEPHONE (312) 251-8414, TELEX 289481 AHS PACDV WIMT.
PRESIDENT NOEL ARANETA OF AHS MANILA SUBSIDIARY HAS
EXPRESSED FIRM INTEREST AND COULD SUPPORT EFFORT.
SULLIVAN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MANILA00425
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760007-0967
From: MANILA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760172/aaaac1rr.tel
Line Count: 69
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE 302625
Review Action: RELEASED, APPROVED
Review Authority: castelsl
Review Comment: n/a
Review Content Flags:
Review Date: 21 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 JUN 2004 by barnescd>; APPROVED <18 AUG 2004 by castelsl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: HEALTH CARE TECHNICAL SALES SEMINAR
TAGS: BEXP, RP
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006